

FEDERAL ELECTION COMMISSION

WASHINGTON, D.C. 20463

CERTIFIED MAIL

Lyn Utrecht, Esq. Ryan, Phillips, Utrecht & MacKinnon 1133 Connecticut Avenue, NW Suite 300 Washington, DC 20036

NOV 1 7 2006

RE:

MUR 5440

The Media Fund

Dear Ms. Utrecht:

Based on three complaints filed with the Federal Election Commission, and information supplied by your client, The Media Fund ("TMF"), the Commission, on September 14, 2004, found that there was reason to believe that TMF violated 2 U.S.C. §§ 433, 434, 441a(f), and 441b(a), and instituted an investigation of this matter.

After considering all the evidence available to the Commission, the Office of the General Counsel is prepared to recommend that the Commission find probable cause to believe that these violations have occurred.

The Commission may or may not approve the General Counsel's recommendation. Submitted for your review is a brief stating the position of the General Counsel on the legal and factual issues of the case. Within 15 days of your receipt of this notice, you may file with the Secretary of the Commission a brief (ten copies if possible) stating your position on the issues and replying to the brief of the General Counsel. (Three copies of such brief should also be forwarded to the Office of the General Counsel, if possible.) The General Counsel's brief and any brief which you may submit will be considered by the Commission before proceeding to a vote of whether there is probable cause to believe a violation has occurred.

If you are unable to file a responsive brief within 15 days, you may submit a written request for an extension of time. All requests for extensions of time must be submitted in writing

These complaints resulted in the following MURs: (1) MUR 5403 (filed by Democracy 21, the Campaign Legal Center, and the Center for Responsive Politics, on January 16, 2004); (2) MUR 5427 (filed by Bush-Cheney '04, Inc., on March 10, 2004); and (3) MUR 5440 (filed by the Republican National Committee and Bush-Cheney '04, Inc., on April 1, 2004). These matters all contained similar allegations regarding TMF. The Commission eventually severed TMF from MUR 5403 and moved it into MUR 5440. The Commission also merged MUR 5427 into MUR 5440.

Lynn Utrecht, Esq. MUR 5440 (The Media Fund) Page 2

five days prior to the due date, and good cause must be demonstrated. In addition, the Office of the General Counsel ordinarily will not give extensions beyond 20 days.

A finding of probable cause to believe requires that the Office of the General Counsel attempt for a period of not less than 30, but not more than 90 days, to settle this matter through a conciliation agreement.

Should you have any questions, please contact Mark A. Goodin, the attorney assigned to this matter, at (202) 694-1650.

Sincerely,

Lawrence H. Norton General Counsel

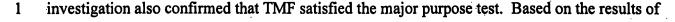
Enclosure Brief

BEFORE THE FEDERAL ELECTION COMMISSION

In the Matter of)) MUR 5440				
The Media Fund)				
GENERAL COUNSEL'S BRIEF					
I. <u>INTRODUCTION</u>					
This matter was generated by three separate complain	nts filed with the Federal Election				
Commission, alleging that The Media Fund ("TMF") violate	d the Federal Election Campaign				
Act of 1971, as amended ("the Act"). These complaints alle	eged, among other things, that TMF				
failed to register as a political committee and publicly disclose	se its contributions and expenditures				
through reports filed with the Commission despite having red	through reports filed with the Commission despite having received more than \$1,000 in				
contributions and having made more than \$1,000 in expendit	tures. After considering the				
complaints, responses to them, and publicly available information, the Commission opened an					
investigation to determine whether TMF violated 2 U.S.C. §§ 433, 434, 441a(f), and 441b(a) by					
failing to register as a political committee with the Commission, by failing to report					
contributions and expenditures, by knowingly accepting contributions in excess of \$5,000, and					
by knowingly accepting corporate and union contributions. See Factual and Legal Analysis for					
The Media Fund (setting forth basis of reason to believe findings).					

The ensuing investigation confirmed and uncovered additional evidence that TMF accepted over \$1,000 in contributions and made over \$1,000 in expenditures for the purpose of electing John Kerry and defeating George Bush in the 2004 Presidential election. The

These complaints were filed by: (1) the Republican National Committee and Bush-Cheney '04, Inc. (MUR 5440); (2) Bush-Cheney '04, Inc. (MUR 5427); and (3) Democracy 21, the Campaign Legal Center, and the Center for Responsive Politics (MUR 5403). The Commission eventually severed TMF from MUR 5403 and moved it into MUR 5440. The Commission also merged MUR 5427 into MUR 5440.



- 2 the investigation, which are set forth and analyzed below, the General Counsel is prepared to
- recommend that the Commission find probable cause to believe that TMF violated 2 U.S.C. §§
- 4 433 and 434 by failing to register with the Commission as a political committee and report its
- 5 contributions and expenditures, that TMF violated 2 U.S.C. § 441a(f) by knowingly accepting
- 6 contributions in excess of \$5,000, and that TMF violated 2 U.S.C. § 441b(a) by knowingly
- 7 accepting corporate and union contributions.

II. FACTUAL BACKGROUND

TMF is an unincorporated entity organized under Section 527 of the Internal Revenue Code, and it filed its Notice of 527 Status with the Internal Revenue Service on November 5, 2003. TMF has not registered as a political committee with the Commission. TMF was founded by Harold Ickes, a high-ranking member of the Democratic National Committee.²

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From its formation in late 2003 until it curtailed its operations shortly after the November 2004 elections, TMF raised and spent almost \$60 million for political campaign activity.³ Specifically, TMF conducted an advertising campaign in the 2004 Presidential Election "battleground states" criticizing George Bush and/or praising John Kerry in the months prior to the election.

Mr. Ickes, who simultaneously served on the DNC Executive Committee, was president of TMF from its founding until May 2004. At that time, he became Chief of Staff of America Coming Together ("ACT") and Erik Smith took over as president of TMF. However, Mr. Ickes consulted frequently with Mr. Smith, and Mr. Ickes continued to spearhead TMF's fundraising efforts, until November 2004.

³ See TMF's IRS Forms 990 (2003 and 2004). As discussed further below, TMF has conducted more limited activities since the 2004 election. It has raised an additional \$1.025 million from January 2005 through October 2006, bringing its total contributions (for all years) to \$60,439,183.



Mr. Ickes testified, and the documents indicate, that TMF was formed to fill the gap created by the elimination of party committee "soft money" in supporting Democratic Party candidates and particularly the Democratic Party's Presidential nominee.

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TMF believed that, without its media efforts, the

eventual Democratic nominee would be at an insurmountable financial disadvantage because. having exhausted most of the available hard money resources in the Spring 2004 primary battle, the campaign would not receive replenishment through public funding until his nomination at the Democratic Convention.

While TMF received substantial sums from small individual donors, approximately 93% of its receipts - over \$55 million - came from labor organizations, corporations, and individuals who gave in amounts that far exceeded the \$5,000 limit established under the Act, for contributions to political committees.⁴ In fact, TMF received more than \$20 million from just eight individual donors.⁵ As discussed in more detail below, TMF's solicitations to potential

TMF received the majority of its funds through a joint fundraising committee, Joint Victory Campaign 2004 ("JVC"). The two participants in JVC are TMF and ACT. ACT, a non-connected committee with a federal and non-federal account, focused on voter identification, registration, and get-out-the-vote activities during the 2004 election cycle. FEC disclosure reports of ACT (Committee ID C00388876) and IRS disclosure reports of America Coming Together—Non-Federal Account.

JVC received contributions from individuals in excess of \$5,000 and it also received labor and corporate contributions. JVC transferred proceeds to TMF on an irregular basis (\$3 million to TMF in 2003 and \$41.475 million to TMF in 2004). Therefore, we have estimated the amount of excessive and labor/corporate funds that JVC transferred to TMF based on JVC's overall receipts. Since 85% of JVC's receipts came from donations in excess of \$5,000 and 6% of its receipts came from corporations or labor organizations, we estimate that 85% of the funds that JVC transferred to TMF were excessive contributions and 6% were prohibited labor/corporate funds.

JVC has a federal account and a non-federal account. See Statement of Organization of JVC (FEC Form 1) (Nov. 24, 2003) and Notice of Section 527 Status of JVC (IRS Form 8871) (Nov. 6, 2003). JVC later changed the name of its federal account to "Victory Campaign 2004." See Statement of Organization (FEC Form 1) (amended Jan. 5, 2004). Furthermore, it has referred to its non-federal account as "Victory Campaign 2004" in one of its IRS filings. See Form 990 of JVC (Aug. 16, 2004). For the sake of convenience, we will refer to all accounts of this entity as "JVC," unless otherwise noted.

These donors gave either to TMF or to JVC (TMF's joint fundraising committee, which split donations between TMF and ACT, as explained at footnote 10, infra): Peter Lewis - \$14.05 million to JVC; George Soros -(footnote continues on the following page)

- donors made clear that the funds received would be used to sponsor advertisements opposing the
- 2 election of George Bush in "battleground states." TMF touted its ongoing advertising campaigns
- 3 as the cause of decreased public support for George Bush in these "battleground states."
- 4 TMF spent approximately \$53.39 million, or more than 92% of its reported
- 5 disbursements, on television, radio and newspaper advertisements and direct mail pieces
- 6 criticizing George Bush, including ads (discussed below) that expressly advocated Bush's defeat
- or Kerry's election. TMF's remaining disbursements appear to have been primarily for
- 8 administrative and overhead expenses (including the cost of its fundraising activities). Since the
- 9 2004 election, TMF has curtailed its operations, its website is no longer active, and—except for
- 10 two advertisements in connection with 2006 Senate races—it has limited its disbursements
- primarily to donations to other organizations and payments for legal and administrative costs.

III. TMF FAILED TO REGISTER AND REPORT AS A POLTICAL COMMITTEE

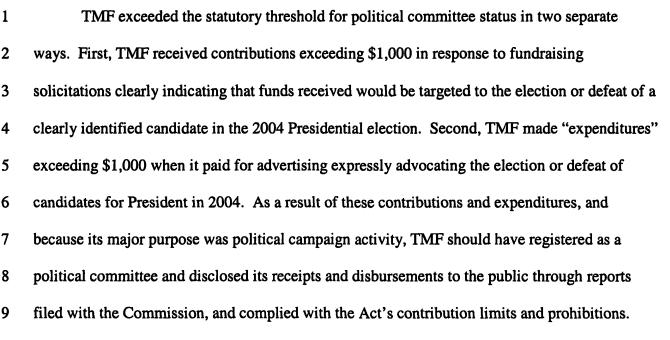
- The Act defines a "political committee" as any committee, club, association, or other group of persons that receives "contributions" or makes "expenditures" which aggregate in
- excess of \$1,000 during a calendar year. See 2 U.S.C. § 431(4)(A). For the purpose of
- triggering political committee status, the Act defines the terms "contributions" and
- 17 "expenditures" as including "anything of value made by any person for the purpose of
- influencing any election for Federal office." See 2 U.S.C. §§ 431(8)(A)(i) and 431(9)(A)(i).

^{\$12.05} million to JVC; Steve Bing - \$9.99 million to JVC; Ted Waitt - \$5 million to JVC; Jonathan McHale - \$1.8 million to TMF; Joseph M. Field - \$1.575 million to TMF; Christine L. Mattso - \$1.2 million to TMF; and Agnes Varis - \$1.155 million to JVC.

See IRS Forms 8872 for TMF (2004) (summarized in letter from James Lamb to Mark A. Goodin (July 22, 2005)).

⁷ See footnote 20, *infra*.





A. TMF Exceeded the Statutory Threshold for Contributions When It Received Over \$1,000 in Response to Solicitations Clearly Indicating that Contributions Would be Targeted to the Election or Defeat of a Clearly **Identified Candidate for Federal Office**

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> Money received in response to fundraising solicitations clearly indicating that the funds being sought would be targeted to the election or defeat of clearly identified federal candidates constitutes contributions under the Act. 2 U.S.C. § 431(8)(A); FEC v. Survival Education Fund, Inc., 65 F.3d 285, 295 (2d Cir. 1995); see also Complaint, FEC v. Club for Growth, Inc., No. 1:05-cv-01851-RMU (D.D.C. filed Sept. 19, 2005). In Survival Education Fund, the court considered whether proceeds received in response to a fundraising solicitation mailed to the general public by two 501(c)(4) organizations during the 1984 Presidential race constituted "contributions" under the Act. The cover letter to the solicitation included this language:

Funds are urgently needed to help defray the enormous cost of mounting, organizing, publicizing and coordinating this nationwide effort....

Your special election-year contribution will help us communicate your views to hundreds of thousands of members of the voting public, letting them know why Ronald Reagan and his anti-people policies must be stopped. So, please, return

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MUR 5440 General Counsel's Brief





your survey and your check *immediately*. Anything you can give at this time -- \$50, \$100, \$25[0], \$500, \$1,000, \$2,500 or more -- will help us reach more people, and increase the effectiveness of our election-year work.

- 4 Survival Education Fund, 65 F.3d at 288-89 (emphasis in original). The Second Circuit
- 5 considered whether the solicitation sought "contributions" and was subject to the Act's
- 6 disclaimer requirements under 2 U.S.C. § 441d(a).

Stating that it was unnecessary to consider whether the mailer constituted express advocacy, the court analyzed whether the mailer solicited "contributions" based on *Buckley*'s statement that contributions made to other organizations but earmarked for political purposes were contributions made "for the purpose of influencing elections" and, thus, were properly covered by the Act. *See id.* at 294 (*quoting Buckley v. Valeo*, 424 U.S. 1, 78 (1976)). In interpreting the phrase "earmarked for political purposes," the court stated:

The only contributions "earmarked for political purposes" with which the Buckley Court appears to have been concerned are those that will be converted to expenditures subject to regulation under FECA. Thus, Buckley's definition of independent expenditures that are properly within the purview of FECA provides a limiting principle for the definition of contributions in § 431(8)(A)(i), as applied to groups acting independently of any candidate or his agents and which are not "political committees" under FECA.... Accordingly, disclosure is only required under § 441d(a)(3) for solicitations of contributions that are earmarked for activities or "communications that expressly advocate the election or defeat of a clearly identified candidate" Even if a communication does not itself constitute express advocacy, it may still fall within the reach of § 441d(a) if it contains solicitations clearly indicating that the contributions will be targeted to the election or defeat of a clearly identified candidate for federal office.... Only if the solicitation makes plain that the contributions will be used to advocate the defeat or success of a clearly identified candidate at the polls are they obliged to disclose that the solicitation was authorized by a candidate or his committee.

Id. at 295 (quoting Buckley, 424 U.S. at 80) (emphasis added). Based on this reasoning, the court held that the mailer solicited contributions within the meaning of § 441d, citing the mailer's statement, "Your special election-year contribution will help us communicate your views to hundreds of thousands of members of the voting public, letting them know why Ronald

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Reagan and his anti-people policies must be stopped." Id. (emphasis in original). Accordin
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- 2 the court, this statement "leaves no doubt that the funds contributed would be used to advocate
- 3 President Reagan's defeat at the polls, not simply to criticize his policies during the election
- 4 year." *Id*.

1. TMF's Solicitations Resulted in "Contributions"

Like the solicitations in Survival Education Fund, TMF's numerous fundraising presentations, letters and e-mails used language clearly indicating that the funds received would be targeted to the election or defeat of a clearly identified candidate—here, John Kerry or George Bush, respectively. From its inception to the end of 2004, TMF received almost \$15 million directly from donors, including those who received such solicitations, and (as discussed further below) it received over \$44 million in donations processed through its joint fundraising committee (JVC).

a. Harold Ickes's Fundraising Presentations

In the Fall of 2003, TMF's President, Harold Ickes, made oral presentations to numerous individuals and groups in an effort to raise money for TMF specifically to counter "the Bush onslaught" of "enormous financial resources."

Mr. Ickes's fundraising message is summarized in a supporting powerpoint presentation, id. at 41:21-42:18 and Exhibit 3 to Ickes Dep. (I&E - MUR 5440 005592-604), which included slides containing the following messages:⁸

- "Bush can be beaten" (I&E MUR 5440 005592);
- "The Race for 270; The fight for the White House is a state-by-state battle" (I&E MUR 5440 005594);

Mr. Ickes recognized the images in this powerpoint presentation, although he was not clear whether the sequence of slides remained constant in all presentations. Ickes Dep. at 42:3-8.

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•	"270 Ele	ctoral Vote	s (EVs)	Needed	to	Win"	(Id.`)
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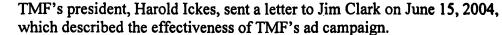
- "17 Key States Will Decide the 2004 Election" (Id.);
- "The Media Fund: The March thru August Equalizer" (I&E MUR 5440 005601);
- "The Media Fund: 17 state media plan; Timed to counter Bush onslaught... Will challenge Bush: trust, competence, economy, and other issues..." (Id.):
- "The Media Fund: Strategic Assumptions March to July media is key to Republican strategy... Clinton Campaign spent millions of dollars on TV in spring of 1996 and many voters had made up their minds and were ready to re-elect Clinton/Gore by the convention We must counter this to win" (Id.)
- "With your help" juxtaposed above a picture of George Bush leaving the White House as he walks up the steps of the Presidential helicopter (I&E -MUR 5440 005604).

Solicitations Sent Directly to Potential Donors

In addition to TMF's efforts to raise funds from the general public, the documents produced by TMF demonstrate that a number of solicitations were sent directly to specific potential donors.⁹ These solicitations clearly indicated that the funds received would be targeted to the defeat of George Bush or the election of John Kerry. In these solicitations, TMF highlighted the effectiveness of specific ads, as well as its overall advertising efforts, in reducing public support for Bush and increasing public support for Kerry. As the following examples demonstrate, shortly after receiving these solicitations, the individuals contributed substantial sums to TMF:

TMF did not keep fundraising records of whether it received donations in response to particular solicitations. Nevertheless, as described in this section, it is clear from the documents produced in this matter (including e-mails and letters) that some donors gave funds to TMF in response to specific solicitations.





. Mr. Ickes attached a number of enclosures, including a TMF memorandum describing public opinion polls conducted before and after "the critical nine-week period between March 3 and May 4 when Bush was at his highest spending levels and Kerry was at his lowest...."

The TMF memorandum noted that the polls "found Bush's job performance among swing voters f[e]ll in the states where TMF was advertising.'

It also explained that during this "critical" time period, "TMF and [its] allies made a significant impact ensuring a Democratic message was on the airwaves at competitive levels."

The following month, on July 27, 2004, Mr. Clark donated \$1 million to TMF. IRS Form 8872 for TMF (July 1 – Sept. 30, 2004).

Mr. Ickes sent an e-mail to Joe Field on October 17, 2004, soliciting funds for TMF so that it could run its "Saudi ads" more frequently in certain states.

Mr. Ickes described the results of polls taken before and after TMF's "Saudi ads" were run in the St. Louis television market, noting that Kerry went from trailing Bush to leading Bush, and that Kerry's support among women and independents rose significantly.

Mr. Ickes explained that TMF was trying to increase the frequency of these ads in Florida, Ohio and Wisconsin, and that an "additional \$500,000" would significantly advance that goal. *Id.* Within one week of Mr. Ickes's solicitation, on October 22, 2004, Mr. Field donated \$500,000 to TMF. IRS Form 8872 (Oct. 14 – Nov. 22, 2004). In a letter enclosing this donation, Mr. Field expressed his "hope that the valiant efforts of [Mr. Ickes] and all the others who are participating in the Kerry/Edwards campaign will save our country from the fright of another four years under a Bush/Cheney regime."

• TMF's creative director, Redmond Walsh, sent an e-mail to Norman Bender on October 7, 2004, which solicited \$25,000 to be used for TMF's "new Saudi ad campaign project."

Mr. Walsh attached a memorandum from TMF's research firm, which described the key findings regarding TMF's "Saudi TV spots as they were tested" in St. Louis.

Mr. Walsh highlighted the finding that before the TMF ads ran, "Kerry trailed Bush by 1 point," but that after the ads ran, "Kerry led Bush by 9 points...." Mr. Walsh concluded that "[w]e believe the above memo clearly shows this message can and will make the crucial difference." Two weeks later, on October 22, 2004, Mr. Bender donated \$25,000 to TMF. IRS Form 8872 for TMF (Oct. 14 – Nov. 22, 2004).

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JVC.10



2. The Solicitations by the Joint Fundraising Committee on Behalf of TMF Resulted in "Contributions" As noted above, TMF also raised funds through its joint fundraising committee. JVC's solicitations consistently referred to specific federal candidates, although some also made a general reference to (non-specific) non-federal candidates. Most of the JVC solicitations refer only to President Bush or the Presidential

Moreover, in response to specific race.

solicitations from Mr. Ickes, which indicated that the funds received would be targeted to the defeat of George Bush, some donors gave funds earmarked for TMF through JVC. Similar to the solicitations in Survival Education Fund and TMF's own solicitations discussed above, JVC's solicitations clearly indicated that the contributions would be used to target the defeat

of George Bush or the election of John Kerry. JVC's fundraising efforts therefore resulted in

contributions to TMF.11

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Under the Joint Fundraising Agreement that established JVC, the participants (TMF and ACT) agreed that the first \$5,000 of any donation from any individual, partnership, or federally registered political committee would go to ACT. "Amendment to Joint Fundraising Agreement" (Nov. 14, 2003) The remainder of any such donations, and all other donations, then would be split between TMF and ACT. Id. Furthermore, the first \$5,000 of each donation to ACT would go to ACT's federal account. Id. All nonfederal donations to ACT, including any portion of a donation that would cause the donor to exceed applicable contribution limits, would go to ACT's nonfederal account. Id. Also, a donor could specify the portion of his donation that should go to TMF JVC did not keep fundraising records indicating whether donations were received in response to particular solicitations.

Where a committee's communication clearly indicates that the funds received will be targeted to the election or defeat of only (one or more) federal candidates, all funds received from such a communication count as federal funds. See Survival Education Fund, 65 F.3d at 295. The fact that JVC is a joint fundraising committee does not affect this conclusion. The regulations restricted JVC's operations in numerous ways based on the status of its participating committees (TMF and ACT). For example, if a joint fundraising committee receives funds from a prohibited source, then those funds must go to a participant that can lawfully accept such contributions, regardless of the allocation formula under the joint fundraising agreement. See 11 C.F.R. § 102.17(c)(4)(ii).





a. JVC's General Solicitations

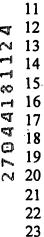
- The Media Fund was and the need for it and, ultimately, the groundwork for asking them to
- 4 support it financially."

This fundraising document, entitled "The Media

- Fund; Victory Campaign 2004; A Strategic Plan for Winning," contains the following
- 6 messages:12
 - "In 2004, the President and his allies ... promise to spend much more than twice as much [as in 2000] to secure his re-election. And with an uncontested race for nomination, he will begin to use those resources on television before spring to define the Democratic Party's nominee and solidify his own vote."
 - "The Media Fund is an independent committee created by leading Democrats to conceive, produce and place TV and radio ads, print and Internet communication[s] between mid-March and the Republican National Convention in late August in the 17 battleground states to define the issues for the 2004 watershed election."
 - "In order to make the needed impact on key voting constituencies to 'break through' to the needed voters in the 17 battleground state[s] it is critical to aggregate enough resources with one organization to run a sufficient amount of media (TV, radio, newspaper and internet) in key media markets with effective messages at the right time in the process."
 - "Prior to the enactment of the McCain-Feingold campaign finance reform law ... the [Democratic National Committee] was able to raise tens of million[s] for soft money issue ads supportive of the Democratic presidential nominee.... Under the new law, the DNC ... will not be able to finance any soft money activities and will not be able to raise enough money to pay for sufficient media in 2004 to make an impact. Without the aggregated resources of The Media Fund, the Democrats simply will not be competitive in this pre-convention period."

Mr. Ickes testified that there were various versions of this document, but that he was "sure [he] used a document like this" in attempting to raise funds for TMF as part of its joint fundraising efforts.

He noted that this document highlighted that "the White House—the presidency was of considerable interest to donors..."



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"Whoever emerges in March as the presumptive Democratic nominee will have spent virtually all of his pre-convention money and will likely have insufficient funds for the substantial media needed to define the issues and candidates up to the late July Democratic convention—that is, he will have insufficient funds to keep him visible and competitive."

- "The general election effectively begins all out by late March. By 2 September, the end of the Republican's convention, the issues will have largely been defined in [the] minds of the critical swing voters. Democrats act at our peril if we wait until late July to begin sufficient media, and thereby permit the Republicans to define the race and effectively win the election by late August."
- "As so graphically underscored by the 2000 election, the battle for the White House is decided not by the national popular vote, but by electoral vote individual state, by individual state.... Thus 17 states will decide who takes the oath of office for President in January 2005."
- "The key to winning enough of these 17 battleground states will be the turnout of Democratic base constituencies (African Americans, women, union households, Hispanics, etc.), and, very importantly, the ability to identify the key swing votes [sic] who are open to persuasion to vote Democratic. Figuring out the effective issue messages that will move these swing voters and delivering those messages between March and late August, before the race is defined by the Bush campaign, is critical to the outcome of the 2004 race."

JVC Solicitations for the Labor "Challenge" b.

In connection with one of TMF's specific efforts to raise money (largely through 31

- JVC), Mr. Ickes highlighted the effectiveness of TMF's ads in depressing public support for
- 33 George Bush. In early 2004, Mr. Ickes arranged for a fundraising "challenge," whereby
- 34 George Soros and Peter Lewis agreed to make matching donations of up to \$20 million to

donations in the same amount.¹³

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TMF (through JVC) on the condition that a collection of labor organizations make aggregate

Following up on this effort, on April 25, 2004, Mr. Ickes wrote a letter to the

Presidents of the AFL-CIO and AFSCME (with copies to George Soros and Peter Lewis) to

5 prompt them to contribute the remaining funds called for under this fundraising "challenge."

6 Mr. Ickes enclosed a

polling report in that letter and noted that "the fact that Kerry is dead even with Bush in these [17 battleground states] and now leads with Independents by 7 points, after trailing Bush with them, speaks to the effectiveness of the combined paid media programs of TMF and AFL-CIO." *Id.* at 2.

Mr. Ickes testified that TMF actually raised the amount of money proposed by this fundraising "challenge," although it appears that various labor organizations counted the value of their own media efforts toward their contribution goals.

See IRS Form 8872 of TMF. Labor organizations contributed over \$8 million to TMF in 2004, and Messrs. Soros and Lewis gave over \$26 million to TMF's joint fundraising committee (JVC). See IRS Forms 8872 of JVC and TMF.

3. Conclusion

These solicitations clearly indicate that the funds received will be targeted to defeat

George Bush and elect John Kerry in the 2004 general election. The clear message of the

solicitations is that the donated funds will ensure that TMF's media efforts are, and will be,

effective in depressing support for Bush and in elevating support for Kerry. As a result, all funds

As Mr. Ickes outlined this "challenge" in February 2004, the funding proposal included \$8 million in the form of the AFL-CIO's own media efforts and \$12 million in cash donations from various other labor organizations.

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- received in response to these solicitations constituted contributions received by TMF. Survival 1
- 2 Education Fund, 65 F.3d at 295.
- 3 TMF raised millions of dollars from the solicitations described above—far
- 4 surpassing the \$1,000 statutory threshold for political committee status. See 2 U.S.C. §
- 5 431(8)(A). Accordingly, based on contributions received, TMF was required to register as
- 6 a political committee and commence filing disclosure reports with the Commission by no
- 7 later than its initial receipt of contributions of more than \$1,000, on December 31, 2003.

TMF Exceeded the Statutory Threshold for Expenditures by Spending Over B. \$1,000 for Express Advocacy

TMF made "expenditures" by paying for a variety of communications in which it expressly advocated the election or defeat of clearly identified federal candidates. Furthermore, TMF made more than \$1,000 in such "expenditures," thereby exceeding the statutory threshold for political committee status. See 2 U.S.C. § 431(4)(A).

A communication contains express advocacy when it uses phrases such as "vote for the President," "re-elect your Congressman," or "Smith for Congress," or uses campaign slogans or words that in context have no other reasonable meaning than to urge the election or defeat of one or more clearly identified candidates, such as posters, bumper stickers, or advertisements that say, "Nixon's the One," "Carter '76," "Reagan/Bush," or "Mondale!" See 11 C.F.R. § 100.22(a); see also FEC v. Massachusetts Citizens for Life, 479 U.S. 238, 249 (1986) ("MCFL") ("[The publication] provides in effect an explicit directive: vote for these (named) candidates. The fact that this message is marginally less direct than "Vote for Smith" does not change its essential nature."). Courts have held that "express advocacy also includes verbs that exhort one to campaign for, or contribute to, a clearly identified candidate." FEC v. Christian Coalition, 52 F. Supp. 2d 45, 62 (D.D.C. 1999) (explaining why Buckley, 424 U.S. at 44, n.52,



included the word "support," in addition to "vote for" or "elect," on its list of examples of express advocacy communication).

The Commission's regulations further provide that express advocacy includes communications containing an "electoral portion" that is "unmistakable, unambiguous, and suggestive of only one meaning" and about which "[r]easonable minds could not differ as to whether it encourages actions to elect or defeat" a candidate when taken as a whole and with limited reference to external events, such as the proximity to the election. See 11 C.F.R. § 100.22(b). In its discussion of then-newly promulgated section 100.22, the Commission stated that "[c]ommunications discussing or commenting on a candidate's character, qualifications or accomplishments are considered express advocacy under new section 100.22(b) if, in context, they have no other reasonable meaning than to encourage actions to elect or defeat the candidate in question." Express Advocacy; Independent Expenditures; Corporate and Labor Organization Expenditures, 60 Fed. Reg. 35292, 35295 (July 6, 1995).

TMF's communications expressly advocated John Kerry's election and George Bush's defeat by urging voters to choose the named candidate or by commenting on the candidate's character, qualifications, and accomplishments. Further, in the context of their proximity to the upcoming Presidential election, these communications are "unmistakable, unambiguous, and suggestive of only one meaning" – to vote for Kerry. These communications, whose costs far exceeded the \$1,000 expenditure threshold for political committee status, include three mailers, two television advertisements, and a radio advertisement.

1. TMF's Mailers Expressly Advocated John Kerry's Election and George Bush's Defeat

TMF made expenditures of substantially more than \$1,000 for each of three mailers that expressly advocated John Kerry's election and George Bush's defeat in the upcoming

l Presidential election. 14

All three of these mailers,

- 2 which TMF produced for distribution in Florida, related to the upcoming election by identifying
- 3 one or both of the competing candidates by name and image.
- 4 The first mailer addresses rising college tuition costs and states in boldtype: "John Kerry
- 5 Wants Every Child To Be Able To Afford A College Education And Live The American
- 6 Dream." The accompanying text addresses John Kerry's plan for the
- 7 "American Dream," declaring: "We need a President who encourages pursuit of the American
- 8 Dream instead of dashing these hopes. John Kerry will make college affordable for every
- 9 American." (emphasis added). The ad concludes with the tagline: "John Kerry Making the
- 10 American Dream a Reality." The second mailer describes details of the Kerry-Edwards health
- 11 care plan and announces in large-font text: "George W. Bush and Dick Cheney have NO PLAN
- 12 to lower health care costs." The juxtaposition of the candidates' health
- care initiatives is followed with the tagline: "For Florida's Families. The Choice is Clear."
- 14 (emphasis added).
- The first and second mailers constitute "express advocacy" under section 100.22(a).
- 16 Each of these communications refers to the "need" or the "choice" for a particular kind of
- 17 President (i.e., one who encourages pursuit of the "American Dream" or who has a plan to lower
- health care costs), followed by the identification of John Kerry as that type of candidate. See 11
- 19 C.F.R. § 100.22(a) (express advocacy includes phrases such as "vote Pro-Choice' accompanied
- by a listing of clearly identified candidates described as ... Pro-Choice"); see also MCFL, 479

TMF states that its "Direct Mail" expenses were \$1,673,362.75. Letter from James Lamb to Mark A. Goodin (July 22, 2005); see IRS Forms 8872 for TMF. However, it has not been able to provide more detailed costs for each of the 20 mailers that it produced. TMF has produced information that the printing cost of the first mailer addressed above was \$66,400.

Based on this cost, it is certain that the other two mailers cost over \$1,000 each to print and to mail.

U.S. at 249 (express advocacy existed where publication exhorted readers "to vote for 'pro-life' 1 candidates [and] also identifie[d] ... specific candidates fitting that description"). 2 3 The first and second mailers also constitute "express advocacy" under section 100.22(b). The first mailer's message - "We need a President who..." - closely resembles the exhortation 4 5 the Commission recently found to be express advocacy in MUR 5024R (Kean), where an 6 organization declared: "Tell Tom Kean Jr. ... NEW JESRSEY NEEDS NEW JERSEY 7 LEADERS." See MUR 5024R Factual and Legal Analysis at p.17. Just as voters could get a 8 "New Jersey leader" by voting against Kean, the first TMF mailer tells voters in "need [of]a 9 President who encourages pursuit of the American Dream" to vote for John Kerry. Similarly, 10 the unmistakable "choice" described in the second TMF mailer is the choice between the two featured candidates in the upcoming election; based on the presentation of facts favorable to 11 12 Kerry, the mailer is urging voters to choose Kerry. The third TMF mailer also constitutes "express advocacy" under section 100.22(b). It 13 14 focuses on John Kerry's military service, highlighting his combat medals, "personal courage," and bravery in saving fellow soldiers, while observing, in text positioned next to pictures of 15 16 George Bush and Dick Cheney, that "These Men Could Have Served In Vietnam, But Didn't." 17 The mailer claims that Kerry's military service provides him a "unique 18 perspective on decisions about sending our children into combat and caring for them when they 19 return and when they retire." The mailer links Kerry's 30-year-old military record to current 20 events by stating: "Vietnam was a long time ago. Some say it's not important now, while others 21 must think it is" 22 This mailer extols the candidate's character and fitness for the office of President, citing

his bravery and selflessness, which, in context, can have no other reasonable meaning than to

- 1 encourage his election. The mailer reinforces its praise for Kerry's character by contrasting that
- 2 of Bush and Cheney, who "Could Have Served In Vietnam, But Didn't." Moreover, the mailer
- 3 acknowledges that the underlying facts of the ad are dated (e.g., "some say it's not important
- 4 now"), indicating that the real issue is who should be President. Finally, the mailer refers to the
- 5 duties of the Presidency when it points to Kerry's military experience as beneficial for making
- 6 decisions about "sending children into combat."

The expenditures for each of these three mailers caused TMF to surpass the \$1,000 statutory threshold, which provides a separate and independent basis for concluding that TMF triggered political committee status. See 2 U.S.C. § 431(4)(A).

2. TMF's Television Advertisements Expressly Advocated John Kerry's Election and George Bush's Defeat

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TMF aired two television advertisements that expressly advocated John Kerry's election and George Bush's defeat in the 2004 Presidential election.

TMF paid

more than \$1,000 for each of these advertisements, 15 which constitute "express advocacy" under

16 section 100.22(b).

The 30-second ad "First Priority" compares the "past four years," when "Bush's people got paid," with Kerry's priorities of "creating good paying jobs with healthcare" and "rais[ing] the minimum wage." The ad concludes with the tagline: "You better wake up before you get taken out." (emphasis added).

TMF's electioneering communication reports indicate that it spent approximately \$116,763 on the ad "Stand Up." See FEC Form 9 at 52 of Schedule 9-B (covering period Sept. 29 – Oct. 4, 2004) (one of two ads cited) and FEC Form 9 at 128 of Schedule 9-B (covering period Oct. 5-11, 2004) (one of six ads cited). Its reports do not indicate the costs for the ad "First Priority," and it has not been able to provide details of the costs for this particular ad. Nevertheless, based on the costs of "Stand Up," it is certain that TMF spent more than \$1,000 in producing and airing "First Priority."

accompanied by a voiceover stating, "Only a man who stands up to his government can truly
lead." The ad then compares the two major candidates' purported approach to the Vietnam War:
John Kerry fought and bled in the Vietnam War. He fought side by side with brothers who could not get out of the draft because they didn't have a rich father like George W. Bush.
The ad concludes with the same tagline used in "First Priority": "You better wake up before you
get taken out." (emphasis added).
Both television ads relate to the upcoming election by identifying and showing images of
the competing candidates, praising Kerry, while criticizing Bush. Both ads also feature the
exhortation "You better wake up before you get taken out." In the context of contrasting the
candidates, the exhortation to "wake up" can only be understood to be asking voters to reject
Bush, and instead vote for Kerry, because Bush intends to "take[] out" the voter. In many ways,
"You better wake up before you get taken out" is similar to the message in FEC v. Furgatch, 807
F.2d 857, 865 (9th Cir. 1987), where the Ninth Circuit determined that the phrase, "Don't let him
do it," was a proxy for the command to vote against Jimmy Carter. The use of the same
exhortation in both communications, which nominally address different issues, further supports
the notion that the common tagline exhorts viewers to vote for Kerry, rather than take some other
action. Finally, the "Stand Up" ad's focus on Kerry having "fought and bled" in Vietnam while
Bush allegedly avoided service, is clearly praising Kerry's character and fitness for the office of
President, which, in context, can have no other reasonable meaning than to encourage his
election Sec 11 C F P & 100 22(b)

Another 30-second television ad, entitled "Stand Up," features a screen image of Kerry

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	The expenditures for each of these television advertisements caused TMF t	o surpass the
	\$1,000 statutory threshold, which provides a separate and independent basis for co	ncluding that
•	TMF triggered political committee status. See 2 U.S.C. § 431(4)(A).	

TMF's Radio Advertisements Expressly Advocated John Kerry's Election and George Bush's Defeat

TMF made expenditures of substantially more than \$1,000 for a radio advertisement that expressly advocated John Kerry's election and George Bush's defeat in the upcoming

Presidential election. The 60-second radio ad asks: "Wouldn't it be good to have someone on our side?" (emphasis added). It then criticizes Bush's economic policies, stating that, inter alia, they "reward his friends on Wall Street" and result in "no-bid contracts" for "Dick Cheney's Halliburton." The Bush policies are contrasted with Kerry's – the ad argues that "John Kerry and John Edwards have a better idea" and that Kerry has "A plan that's fair for working families"

This ad constitutes "express advocacy" under section 100.22(b). It relates to the upcoming election by identifying the competing candidates, praising Kerry, while criticizing Bush. By asking listeners, "Wouldn't it be good to have someone on our side?," the ad is encouraging them to vote for the candidate whom the ad unmistakably implies is on the listeners' side – in this case, Kerry. The only manner in which the listener can act on the message is to vote for Kerry in the upcoming election.

The expenditures for this radio advertisement caused TMF to surpass the \$1,000 statutory threshold, which provides a separate and independent basis for concluding that TMF triggered political committee status. See 2 U.S.C. § 431(4)(A).

TMF reports that it spent \$22,622 on this ad. See FEC Form 9 at 1-4 of Schedule 9-B (covering period Oct. 27-28, 2004).

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2 The Supreme Court has held that "[t]o fulfill the purposes of the Act" and avoid 3 "reach[ing] groups engaged purely in issue discussion," only organizations whose major purpose 4 is campaign activity can be considered political committees under the Act. See, e.g., Buckley, 5 424 U.S. at 79; MCFL, 479 U.S. at 262. As described below, courts have identified two ways by 6 which an organization may establish its "major purpose." 7 First, an organization's "major purpose" may be established through public statements of its purpose. See, e.g., FEC v. Malenick, 310 F. Supp. 2d 230, 234-36 (D.D.C. 2004), rev'd in 8 9 part on other grounds, on reconsideration, 2005 WL 588222 (D.D.C. Mar. 7, 2005) (court found organization evidenced its "major purpose" through its own materials, which stated the 10 organization's goal of supporting the election of Republican Party candidates for federal office. 11 12 and through efforts to get prospective donors to consider supporting federal candidates); FEC v. GOPAC, Inc., 917 F. Supp. 851, 859 (D.D.C. 1996) ("organization's [major] purpose may be 13 14 evidenced by its public statements of its purpose or by other means"); Advisory Opinion 2006-20 15 (Unity 08) (finding organization evidenced its major purpose through organizational statements 16 of purpose on its website and to the Commission). 17 An organization can also satisfy the major purpose test through sufficient spending on 18 campaign activity. MCFL, 479 U.S. at 262-264 (political committee status would be conferred 19 on MCFL if its independent spending were to become so extensive that the group's major purpose may be regarded as campaign activity); see also Richey v. Tyson, 120 F. Supp. 2d 1298, 20 21 1310, n.11 (S.D. Ala. 2002) ("As a threshold matter, the plaintiffs inaccurately describe the 22 activity to which the major purpose inquiry relates. The plaintiffs describe the relevant major

purpose as one to 'expressly advocate' a particular election result, while the Supreme Court has

described the relevant major purpose (under FECA) as 'the nomination or election of a



1	candidate,' or simply	y 'campaign activity,	terms that comfortably r	each beyond explicit
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- 2 directions to vote a particular way.") (internal citations omitted).
- TMF's statements and activities demonstrate that its major purpose was to elect John
- 4 Kerry. From its inception, TMF presented itself to donors as a destination for "soft money"
- 5 that the DNC no longer could accept, but which TMF could use to support the Democratic
- 6 Presidential nominee. TMF proclaimed that, "Under the new law, the DNC ... will not be
- 7 able to raise enough money to pay for sufficient media in 2004 to make an impact. Without
 - the aggregated resources of The Media Fund, the Democrats simply will not be competitive
- 9 in this pre-convention period."¹⁷

TMF's president explained

10 that:

our presidential candidate would—without the soft money assistance that the Democratic National Committee had been able to provide in prior years but was cut off from this year would be at a very severe disadvantage and that one of the purposes of The Media Fund ... was to try to fill in that gap with electronic media and that gap, as I saw it, would start from the point that our—that the Democratic candidate, whoever he was going to be, emerged as the putative nominee up through, at least, the convention.

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As described in detail above, TMF's fundraising presentations discussed TMF's "interest

22 in changing occupants in the White House."

These presentations explicitly

- 23 cited the goal of reaching "270 electoral votes."
- Mr. Ickes testified that the
- 24 "presidency was motivating a lot of people," and he believed that if TMF could "get somebody

TMF initially focused on running ads from March through August 2004 because that was the time period during which the Democratic nominee for President would purportedly be at a disadvantage.

TMF was trying "to fill in that gap with electronic media" and that gap "would start from the point that ... the Democratic candidate ... emerged as the putative nominee up through, at least, the convention."
TMF noted that "Democrats act at our peril if we wait until late July to begin sufficient media, and thereby permit the Republicans to define the race and effectively win the election by late August."

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- to come out to vote around the presidency, the likelihood is that they will pull the lever for other
- 2 Democratic candidates...." Id. at 54:2-9.
- 3 Furthermore, Mr. Ickes testified that TMF's focus was on running advertisements in the
- 4 "17 key states," id. at 44:14-18, that "will decide who takes the oath of office for President in
- 5 January 2005."

TMF argued to potential contributors that:

The key to winning enough of these 17 battleground states will be the turnout of Democratic base constituencies ... and, very importantly, the ability to identify the key swing votes [sic] who are open to persuasion to vote Democratic. Figuring out the effective issue messages that will move these swing voters and delivering those messages between March and late August, before the race is defined by the Bush campaign, is critical to the outcome of the 2004 race.

Id. at 8.

TMF's spending further establishes that its major purpose was federal campaign activity—specifically to defeat George Bush and elect John Kerry. TMF spent \$53,389,856—or more than 92% of its reported disbursements—on television, radio and newspaper advertisements and direct mail pieces criticizing George Bush, including ads (discussed above) that expressly advocated Bush's defeat or Kerry's election. The vast majority of TMF's advertisements—34 out of 36 television advertisements, 20 out of 24 radio advertisements, and 26 out of 29 print advertisements—mention either George Bush or John Kerry. Moreover, not one of TMF's advertisements mentions any candidates other than the Presidential and Vice-Presidential contenders in the 2004 general election. TMF's self-proclaimed goal in producing

See IRS Forms 8872 for TMF (2004) (summarized in letter from James Lamb to Mark A. Goodin (July 22, 2005)). The balance of TMF's disbursements included administrative and overhead costs. TMF did not make any contributions to state or local candidates. See IRS Forms 8872 for TMF (2004).

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and running these advertisements was to decrease public support for Bush and to increase public support for Kerry.¹⁹

Finally, consistent with its sole purpose for existence, TMF curtailed its operations after the November 2004 Presidential election. Since January 1, 2005, TMF has raised and spent a fraction of the amounts it put into the 2004 Presidential election. Specifically, TMF has raised \$1.025 million and has spent approximately \$1.7 million, including \$900,000 in donations to other organizations and \$198,125 in connection with two 2006 Senate races.²⁰

Thus, TMF satisfies Buckley's major purpose test.

D. TMF Triggered Political Committee Status and had a Duty to Disclose its
Receipts and Disbursements and to Comply with the Act's Contribution
Limits and Source Prohibitions

Based upon the foregoing, TMF, which had the major purpose of federal campaign activity, exceeded the \$1,000 threshold for political committee status set forth in 2 U.S.C. § 431(4) by receiving over \$1,000 in contributions in response to fundraising solicitations clearly indicating that the funds received would be targeted to the election or defeat of a clearly identified federal candidate and by making over \$1,000 in expenditures for express advocacy communications. As a result, TMF had a duty to register as a political committee with the

To achieve this goal, TMF used focus groups to test its proposed ads before running them, and it researched the effect of its ads once they ran.

For example, TMF found that its "Saudi" ads depressed public support for Bush in the St. Louis television market.

(the "Saudi" ads were "very effective ... 'among women, Kerry went from a 6-point lead to a 17-point lead.' That ain't chopped liver in any business"). As discussed above, TMF used the information about the effectiveness of its ads in soliciting funds from donors.

Among its largest disbursements since January 2005, TMF donated \$850,000 to ACT and \$50,000 to America Votes, Inc., a 527 organization that served as an umbrella organization or clearinghouse for a coalition of almost 30 national organizations that collaborated to mobilize voters in the 2004 elections. See IRS Forms 8872 for 2005. TMF has continued to make disbursements characterized as "media consulting," and it reportedly engaged in limited voter contact activities in connection with the Virginia gubernatorial campaign in the fall of 2005. See id.; see also Chris Cillizza and Shailagh Murray, Virginia Governor's Race to be an Experiment in Voter Turnout, The Washington Post, Sept. 18, 2005, at A5. Finally, TMF disclosed that it spent \$198,125 on television ads that identified Senators George Allen and Jim Talent during the 2006 election cycle. See FEC Form 9 (Electioneering Communications) (Oct. 27, 2006).

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- 1 Commission and disclose its receipts and disbursements to the public through reports filed with
- 2 the Commission. See 2 U.S.C. §§ 433 and 434. Accordingly, the General Counsel is prepared to
- 3 recommend that the Commission find probable cause to believe that The Media Fund violated 2
- 4 U.S.C. §§ 433 and 434 by failing to register and report as a federal political committee.

IV. TMF ACCEPTED EXCESSIVE AND PROHIBITED CONTRIBUTIONS

As a political committee, TMF must comply with the Act's contribution limits and source restrictions. See 2 U.S.C. §§ 441a and 441b(a). TMF, however, accepted over \$45 million in individual contributions in excess of \$5,000. See IRS Forms 8872 of JVC and TMF. These excessive contributions included contributions from eight individuals who each gave in excess of \$1 million to TMF (or to its joint fundraising committee, JVC).²¹ TMF also accepted over \$9 million in contributions from prohibited sources, most of which were labor organizations. See

Accordingly, the General Counsel is prepared to recommend that the Commission find probable cause to believe that The Media Fund violated 2 U.S.C. §§ 441a(f) and 441b by accepting excessive and prohibited contributions.

IRS Forms 8872 of JVC and TMF.

See footnote 5, supra.

V. GENERAL COUNSEL'S RECOMMENDATIONS

- 1. Find probable cause to believe that The Media Fund violated 2 U.S.C. §§ 433 and 434 by failing to register with the Commission as a political committee and report its contributions and expenditures.
- 2. Find probable cause to believe that The Media Fund violated 2 U.S.C. § 441a(f) by knowingly accepting contributions in excess of \$5,000 and 2 U.S.C. § 441b(a) by knowingly accepting corporate and union contributions.

11/17/06

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